

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

AMCONSUL GENOA

AMCONSUL NAPLES

AMEMBASSY ROME

AMCONSUL ZAGREB

INFO AMEMBASSY BELGRADE PRIORITY

AMCONSUL FLORENCE

AMCONSUL MILAN

AMCONSUL PALERMO

AMCONSUL THESSALONIKI

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E.O. 11652: N/A

TAGS: BEXP, IT, GR, YO

SUBJECT: U.S. PORT AND SHIPYARD TRADE MISSION, FEBRUARY

16 - MARCH 3, 1976

REF: (1) STATE 172270 (2) FAM 10, A-5859 (3) A-9156

1. TWELVE FIRMS HAVE SIGNIFIED THEIR INTENTION TO PARTICIPATE IN THE SUBJECT TRADE MISSION. WE BELIEVE AN EXCELLENT PRODUCT/SERVICE NIX HAS BEEN RECRUITED INCLUDING:

2 ENGINEERING/CONSULTING FIRMS, 2 LIFT FIRMS, 1 CONVEYOR FIRM, 5 OUTFITTING/REPAIR FIRMS, 1 DREDGING FIRM AND 1 FIRM SELLING CREOSOTING POLES FOR PORT CONSTRUCTION. THESE

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FIRMS HAVE BEEN RECRUITED ON THE BASIS COMMERCE WILL NOT

HOLD THEM TO THEIR COMMITMENT IF THERE IS NO MARKET INTEREST IN THEIR PRODUCT OR SERVICE. PROCUREMENT DEADLINE FOR THE MISSION IS NOVEMBER 15 AT WHICH TIME A FINAL LIST OF MISSION MEMBERS WILL BE SUPPLIED EACH ACTION POST. THE TENTATIVE LIST OF FIRMS, THEIR PRODUCT OR SERVICE AND REPRESENTATIVE FOLLOWS:

ENGINEERING/CONSULTANTS -- JOHN J. MCMULLEN GROUP (ENGINEERING AND CONSULTING SERVICES) LEWIS H. RODDIS, JR., PRESIDENT; INTEGRATED TRANSPORTATION PLANNING, INC. (MARITIME SYSTEMS) HERMAN D. TABAK, PRESIDENT.

LIFT EQUIPMENT -- HARNISCHFEGER CORP. (P AND H) (MOBILE CRANES) C. R. MORGAN, VICE PRESIDENT INTERNATIONAL ACCOUNTS; MARATHON LETOURNEAU CO. (STRADDLE HOISTS, MOBILE CRANES, PORTERS AND LIFTS) RODGER W. OGDEN, SALES REPRESENTATIVE.

CONVEYORS -- DUNBAR-KAPPLE, INC. (PORTABLE, PNEUMATIC CONVEYORS TO TRANSFER GRAINS, CHEMICALS, FLOWABLE MATERIALS) W. L. KAPPLER, VICE PRESIDENT.

OUTFITTING/REPAIR -- HYDRANAUTICS (SHIPYARD AND REPAIR SYSTEMS, SHIP LIFTS, OFFSHORE PETROLEUM FABRICATORS, MODULE TRANSLATION AND LIFTING SYSTEMS, REVERSE OSMOSIS WATER DESALINATION SYSTEMS FOR BRACKISH WATER, AUTOMATIC PANEL LINES FOR PRODUCTION OF SHIP ASSEMBLIES) ALFRED SCHMIDT, INTERNATIONAL SALES; LESLIE INTERNATIONAL-- PRESSURE, TEMPERATURE AND LIQUID LEVEL CONTROLS, PRESSURE AND TEMPERATURE REGULATORS, FRESH WATER HEATERS, PNEUMATIC AND ELECTRIC INSTRUMENTATION, STRAINERS, AIR AND STEAM WHISTLES) JOHN W. PERSCHIED, VICE PRESIDENT INTERNATIONAL; WESTERN GEAR CORP. (SHIPYARD PRODUCTIVITY IMPROVEMENT SYSTEMS SUCH AS AUTOMATIC PANEL WELDING LINES, TRANSFER SYSTEMS, PRESSES, POWERED SCAFFOLD SYSTEMS, GIDDERS, ETC., REDUCTION GEARS, WINCHES, ANCHOR WINDLASSES STEERING GEARS, NAVAL ARCHITECTURE, FISHING VESSEL DESIGN, OIL DRILLING EQUIPMENT; AIRCO (WELDING EQUIPMENT) DONALD C. BURDON, EUROPEAN MANAGER; EVERSEAL MANUFACTURING CO. (MARINE COATINGS) JUSTIN D. MILLER, PRESIDENT.

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DREDGING EQUIPMENT-- DIXIE DREDGE CORP. (DREDGE AND DREDGE ACCESSORIES) MELVIN J. FORSTER, SALES MANAGER.

PILING-- DELTA CREOSOTING CO., INC. (CREOSOTED PILING) EARL C. NOLAN, GENERAL MANAGER.

2. ADVANCE OFFICER IS CURRENTLY SCHEDULED TO ARRIVE

NAPLES, FIRST MISSION STOP, ON OR ABOUT JANUARY 23 AND
RETURN NAPLES FEBRUARY 15 TO BRIEF MISSION MEMBERS. (SEE
A-9156)

3. ACTION POSTS ARE REQUESTED:

A. REPORT BY CABLE ANY LACK OF INTEREST IN POTENTIAL
MISSION MEMBER'S PRODUCTS OR SERVICES.

B. REPORT THE RECOMMENDED NUMBER OF DAYS ADVANCE OFFICER
COULD PROFITABLY SPEND AT RESPECTIVE POST.

C. RESERVE 12 ROOMS AT SUITABLE HOTEL PLUS A SUITE FOR
MISSION DIRECTOR, AND ADVISE. INGERSOLL

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